

## Message Text

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PAGE 01 FRANKF 07139 300955Z

21

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 W

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R 300928Z OCT 75

FM AMCONSUL FRANKFURT

TO SECSTATE WASHDC 1843

INFO AMEMBASSY BONN

UNCLAS FRANKFURT 7139

THE DEPARTMENT IS REQUESTED TO TRANSMIT THE FOLLOWING MESSAGE  
VIA FASTEST MEANS TO:

MR. GENE L. GRAVES, DIRECTOR  
INTERNATIONAL INVESTMENT  
MINNESOTA DEPARTMENT OF  
ECONOMIC DEVELOPMENT  
480 CEDAR STREET  
ST. PAUL, MINNESOTA 55101

E.O. 11652: NA

TAGS: BEXP, GW

SUBJECT: MINNESOTA DEPARTMENT OF ECONOMIC DEVELOPMENT MICROFILM  
EXHIBIT AT FRANKFURT USTC NOVEMBER 20, 21, 1975

1. FOLLOWING UP ON MR. OLSEN'S LETTER TO YOU DATED OCTOBER  
16, 1975, THE ECONOMIC/COMMERCIAL STAFF OF THE CONSULATE  
GENERAL IS NOW COMPLETING A LISTING OF ITS LEADS ON POTENTIAL  
DISTRIBUTORS, SALES REPRESENTATIVES, AND CUSTOMERS FOR THE  
10 PRODUCT CATEGORIES LISTED IN THE ATTACHMENT TO YOUR LETTER  
DATED OCTOBER 2, 1975 AND RECEIVED BY THIS OFFICE ON  
OCTOBER 14, 1975.

2. WHILE WE WILL BE ABLE TO FURNISH MUCH OF THE ASSISTANCE  
THAT YOU REQUEST, THE LEVEL OF OUR STAFFING COUPLED WITH  
ABSENCE DUE TO SICKNESS WILL NECESSITATE YOUR OBTAINING  
SOME ASSISTANCE FROM OUTSIDE SOURCES, WHICH WE CAN OBTAIN  
FOR YOU AS FOLLOWS:

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PAGE 02 FRANKF 07139 300955Z

3. ADDRESSING, SIGNING WITH MR. OSLOM'S NAME, FOLDING,

AND STUFFING OF YOUR INVITATIONAL LETTER. WE CAN ENGAGE  
TEMPORARY HELP IN YOUR ACCOUNT. ESTIMATED COST: \$80.00.

4. RECEPTIONIST-INTERPRETER-SECRETARY FOR EACH OF THE  
TWO DAYS OF YOUR MICROFILM EXHIBIT. WE CAN ENGAGE AT  
COST OF APPROXIMATELY \$40 PER DAY.

5. FOR YOUR INFORMATION, A VISUAL SEARCH MICROFILM SYSTEM,  
CONTAINING U.S.-WIDE INDUSTRIAL CATALOGS WAS INSTALLED AT  
THIS OFFICE FOR ONE YEAR DURING 1974-75. UNFORTUNATELY,  
THERE WAS LITTLE INTEREST ON THE PART OF GERMAN BUSINESS-  
MEN DESPITE WIDE PUBLICITY FOR THE FOLLOWING REASONS: HIGH  
SOPHISTICATION OF THE GERMAN MARKET; EXISTING LARGE  
AND FAST INFORMATION CAPABILITIES IN GERMANY; AND  
DECENTRALIZED NATURE OF GERMAN ECONOMY.

6. PLEASE ADVISE SOONEST VIA COMMERCE DEPARTMENT DISTRICT  
OFFICE YOUR WISHES AND COMMITMENTS REGARDING PARAGRAPHS  
THREE AND FOUR ABOVE. UPON RECEIPT OF YOUR INSTRUCTIONS,  
WE WILL PROCEED AND WORK TO MAKE YOUR EFFORT AS SUCCESS-  
FUL AS POSSIBLE. LEHMANN

NOTE BY OC/T: NOT PASSED ABOVE ADDRESSEE.

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## Message Attributes

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